

## Senior Commercial Manager

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Company: Balfour Beatty

Location: United Kingdom

Category: other-general

### About the role

A Senior Commercial Manager is responsible for the financial management of a major, complex project(s) or a number of projects from inception, tendering, negotiating and agreeing contracts and then commercially delivering Projects often worth many hundreds of millions of pounds. They are an integral part of the project or Business Unit senior leadership team where they hold key responsibilities associated with the commercial and financial success of each project / Business Unit. Senior Commercial managers are very experienced individuals who have risen through the ranks of the industry and their role is broad and includes anything from risk management to procurement, financial reporting and managing the supply chain. They will have proven skills in commercial awareness, client liaison, project management and team leadership. They will also have an extensive understanding of the construction industry, flexibility and a talent for negotiation. Typically they will have a track record of managing and developing a commercial team and be themselves a Chartered Member or Fellow of the RICS, ICES or CIOB, and a mentor/role model to other commercial staff on their journey to becoming professionally qualified.

### What you'll be doing

#### Governance

Ensures staff have a good knowledge of and adheres to the Company's policies and procedures

#### Business and Customer Awareness

An ability to see bigger picture and prioritise business opportunities.

Willing to take initiative to respond to market/customer requirements

### **Cost Engineering**

Provides commercial input to Value Engineering reviews for different forms of construction

Manages the feedback of commercial data to Planning and Estimating

### **Planning**

To co-ordinate the commercial team to ensure programme issues are identified and actioned

To manage the preparation and review of Earned Value Management

### **Project Management**

Manage the preparation of the monthly CVR and associated commercial reports.

To be able to report and explain the commercial progress to senior divisional staff

To manage the feedback of commercial data to Planning, Estimating, Marketing and Sales

Leads commercial aspects with Customer and stakeholders

### **Procurement**

Establish client supply chain requirements & advise on alternative forms of contract & procurement arrangements.

Formulation of management plans for resource procurement.

### **Commercial Management**

Understanding of disputes resolution

Application of legislation and ability to liaise with legal experts

Preparation of Estimates & Tender submissions including the interpretation of specifications & preambles

Representation of the financial and contractual interests to your employer and/or client in progress meetings or the like.

Co-ordination of buying, accounts, production control/planning, supply chain management & procurement techniques, estimating & surveying functions

Management and reporting of Commercial Risk and Opportunity

Management of disallowed cost

### **Development, Recruitment and Retention**

Manages and oversees team PDRs and identifies & targets the needs of individuals & self

Oversees & gives advice on training & development including professional

Gives feedback on strengths and weaknesses connecting plans for development of individuals.

Determine project commercial staff requirement & liaison with HR for recruitment including temporary staff

Interviewing staff for lesser grades

Involvement with Schools & Universities to promote BB as a potential employer and to support sponsored students.

### **Managing Resources**

Liaises with all parties to ensure task/project remains on plan

### **Who we're looking for**

The following qualifications are essential:

BSc or MSc in Quantity Surveying or experience equivalent

The following qualities/experience are desirable:

Communication

Teamwork

Leadership

Strategic change management

Achievement Focus (Achieving Results)

Business and Customer Awareness

Promotes organisational aims & objectives

Manages customer needs

Manages opportunities & threats

### Why work for us

Day in, day out, our teams deliver some of the UKs most ambitious, exciting and meaningful projects; developing, building and maintaining the vital infrastructure that supports national economies and strengthens communities.

### Why join us?

As if contributing to and supporting work that makes life better for millions wasn't rewarding enough, we offer a full range of benefits too. You'll have the freedom to shape the package that's right for you and your life. Here are some of our key benefits:

- Smart working, giving you more flexibility such as staggered start and finish times, with up to 40% remote working, where roles allow.
- 25 days paid annual leave (pro rata)
- Family friendly policies which include 28 weeks full pay for maternity/adoption leave and four weeks full pay for paternity/partners leave
- Pension, share incentive plan, volunteering leave, recognition schemes and much more

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